

PEG: I explain how often doing business with the government is the reverse of doing business in the private sector. Before you can make a government sale, in many instances you must do considerable research to find out how the government buys your product or service, who buys it, where they buy it and, often overlooked, when they buy it. Also, the government sometimes changes the rules or methods by which it procures goods and services.

If you take the time and trouble to learn the system, you can figure it out.

Why do companies turn to consultants like yourself to help them?

PEG: The principal reason is that it's more efficient. It is less time consuming and, in the final analysis, less expensive to involve qualified people on your team.

Is doing business in Washington different from doing business in, say, Cleveland?

PEG: It certainly is. It's important for corporate leaders to make a commitment of time and effort to learn the business practices here, which are often different from those in the private sector. At the same time, a similar commitment has to be made to develop long-term political and social relationships with the leading players on Capitol Hill and in the bureaucracy. Success in Washington absolutely requires both.

#### THANK YOU TO PATTON LANE FOR SERVICE ON MY STAFF

#### HON. BART GORDON

OF TENNESSEE

IN THE HOUSE OF REPRESENTATIVES

Thursday, July 23, 1998

Mr. GORDON. Mr. Speaker, at the end of this month, Mr. Joe Patton Lane III will leave my office to enter the School of Law at Roger Williams University in Rhode Island.

Patton has been a loyal and effective member of my congressional staff for the past three years. However, I have known Patton for over a decade. As a college student, he assisted with my re-election campaigns. My then-campaign manager made the statement, "Come election time, I wish I had fifteen Patton Lanes working for me!"

In a congressional personal staff office, there are thousands of demands made on hundreds of issues. Success in this environment requires attention to detail and conscientiousness. These are Patton's strengths. He has been a hard-working, dedicated employee.

Patton is part of a rare breed, one of which should be required in each congressional office. A native of Carthage, Tennessee, he knows every town, every zip code, and most of the elected officials in Middle Tennessee. He is well-regarded by his co-workers and is recognized as someone who willingly undertakes any assignment without complaint.

Patton is from a long line of attorneys recognized in the state of Tennessee for their competence and ability. With his commitment to public service and his abilities, I am confident he will do well in his new endeavor.

It has been a pleasure to have Patton serve in my office and I join my staff in wishing him the best of fortune in his new undertaking.

#### TRIBUTE TO THE LATE CARL HENRY SMITH, SR.

#### HON. JAMES A. BARCIA

OF MICHIGAN

IN THE HOUSE OF REPRESENTATIVES

Thursday, July 23, 1998

Mr. BARCIA. Mr. Speaker, our nation's history is filled with stories of individuals who loved their nation, worked for their communities, led lives of professional accomplishment, and did all of this while remembering the importance of their families, offering love, support and a strong example for their children and grandchildren. I am proud to be able to relay another impressive life story to our colleagues: that of Carl Henry Smith, Sr., of Bay City, Michigan, who would have celebrated his 100th birthday on July 9.

Carl Henry Smith, Sr., was born in to Peter and Molly Smith on July 9, 1898. He was their fifth child. The family worked hard on their farm, and that spirit of hard work stayed with Carl throughout his life. He graduated at the top of his class at Western High School in 1915, and then enlisted in the Michigan National Guard. His military service included time with the Second Michigan Ambulance Company during difficulties with Mexico at El Paso, Texas, and then saw his unit federalized into the United States Army in 1917. He served in France during World War I, and lost his left arm on August 29, 1918, at Soissons Juvigny. For his courage and bravery in caring for the wounded even though seriously injured himself, he was awarded the French Croix de Guerre with Silver Star and the Purple Heart. He met his eventual first wife, Jane, who was a Red Cross worker at Walter Reed Hospital here in Washington. She passed away in 1945.

After the military, he attended the University of Michigan, earning his law degree and being elected to the Board of Editorial Assistance for the Law Review. He was a member of the last graduating class of Lane Hall, Michigan Law School, before going on to service as the Bay City assistant prosecuting attorney, the Bay City prosecuting attorney, Probate Judge of Bay County, and Circuit Judge of Bay County. He continued his education, earning his doctorate of laws in 1950. He also served as the 15th President of the State Bar of Michigan—a post later earned by his son Carl H. Smith, Jr.

Carl Henry Smith supported his fellow veterans, being the only State Commander of the American Legion elected without opposition, unanimously, on the first ballot. He was a member of the First Presbyterian Church, the Elks, the Red Cross, and a Trustee of Alma College. He was also a prominent member of the Bay County Republican Party.

He remarried in 1957, but then himself died from a stroke in 1961. His wife Caryl Jane Smith currently lives in Rochester Hills, Michigan. His sons Richard and Carl, Jr., and his daughter Elisabeth and their families live in Bay City. His grandson, Dr. Peter D. Smith, is the individual who brought Carl Henry Smith to my attention, telling me that his grandfather was his "best friend" and taught him the "spirit of family."

Mr. Speaker, when we want to know of the importance of family, let us think of individuals like Carl Henry Smith, Sr., who earned so much love that his family wants to celebrate

what would have been his centennial by reminding us of what this great man did. If only there were more people like him.

#### CONGRATULATIONS TO GETTYSBURG ELEMENTARY SCHOOL

#### HON. GEORGE P. RADANOVICH

OF CALIFORNIA

IN THE HOUSE OF REPRESENTATIVES

Thursday, July 23, 1998

Mr. RADANOVICH. Mr. Speaker, I rise today to congratulate Clovis Unified's Gettysburg Elementary School for being nominated as a "California Distinguished School" and for achieving the "Clovis Distinguished School Award." Gettysburg Elementary has educated students with great success over the years and has served as a tremendous catalyst to the community. The faculty and students of Gettysburg Elementary exemplify excellence in student achievement and are very deserving of this recognition.

Gettysburg Elementary School is located 10 miles east of Fresno in the heart of the San Joaquin Valley. The school has a student population of 691 students in Kindergarten through grade Six. The school has students who range from the middle to lower-middle class socio-economically, with actively involved parents that provide the critical link between the school and home.

The foundation of Gettysburg Elementary School lies within the concept of being a community-centered school. Gettysburg enjoys an unusually high degree of volunteering and support from community based businesses. In the 1997-98 school year approximately 275 parents volunteered their time as classroom helpers and in the library. In a combined effort with teachers, students, parents and the community Gettysburg was recognized as a National Exemplary Safe and Drug Free School.

Gettysburg prepares all students for the challenges of the 21st century by developing confidence and skills in critical thinking through participation in a wide range of goal oriented experiences. Gettysburg School's Administration concept of education is to nurture the whole child and is emphasized through focusing on development of each child's mind, body, and spirit. Each student participates with both parents and teachers in the "Goal Sharing Programs," where they set both academic and behavioral goals. As a result, Gettysburg Elementary School was elected as a model program by Phi Delta Kappa and received the "Award for Value and Character Education."

In the 1997-98 school year, the students achieved superior academic scores in reading, language, and mathematics on the California Assessment Tests. Gettysburg maintained an average daily attendance of 99.78% last school year.

Mr. Speaker, I rise today to congratulate Clovis Unified School District's Gettysburg Elementary School for being nominated as a "California Distinguished School." I applaud both the school and the community for their commitment to their children's lives. I ask my colleagues to join me in wishing Gettysburg Elementary School many years of success.